

HP

Exam HPE2-E68

Introduction to Selling HPE Solutions

Version: Demo

[Total Questions: 10]

Question No : 1

What is one advantage of SSD storage media over HDD storage media?

- A. SSDs significantly improve I/O performance over HDDs.
- B. SSDs can be used in a block storage solution while HDDs cannot.
- C. SSDs offer much high capacities than HDDs.
- D. SSDs offers a much lower price point than HDDs.

Answer: C

Question No : 2

For customers, what is an advantage of utilizing Ethernet storage solutions?

- A. Ethernet is far faster and more reliable than Fibre Channel solutions.
- B. The Ethernet storage solution can mix HDDs and SSDs. which is not allowed with Fibre Channel solutions.
- C. The customer's IT personnel will not have to acquire specialized skills to deploy the storage network.
- D. Ethernet is a made-for-storage technology that is exclusively used in storage solutions.

Answer: C

Question No : 3

A customer needs a storage solution that will store structured data for database servers. Which type of storage is best suited for this scenario?

- A. EFS.
- B. file.
- C. object.
- D. block.

Answer: B

Question No : 4

A customer wants to purchase a tower server for each remote office in the company. Which server model meets this requirements?

- A. HPE ProLiant SL4540
- B. HPE ProLiant BL660c
- C. HPE ProLiant ML 110
- D. HPE ProLiant DL 180

Answer: D

Question No : 5

What is a feature of fully managed HPE OfficeConnect Switches?

- A. They support backplane stacking, so one switch can manage the entire stack.
- B. They allow full control over all ports and offer multiple configuration options.
- C. They can be managed by either Aruba Central or Airwave.
- D. Any one device can manage all others through SNMP management features.

Answer: C

Question No : 6

What type of support does the Aruba Instant AP warranty provide for hardware replacements?

- A. next business day replacements for 5 years and return-to-factory replacements for the device lifetime.
- B. return-to-factory replacements for 30 days.
- C. next business day replacements for 90 days.
- D. next business day replacements for 30 days and return-to-factory replacements for 5 years.

Answer: D

Question No : 7

What is a key benefit for an HPE partner when selling HPE IT Support Services?

- A. increases revenue because customers upgrade their infrastructure more frequently.
- B. prevents customers from moving to private cloud solutions.
- C. allows the partner to bill the customer on a variable cost structure.
- D. allows the partner to position themselves as a trusted advisor.

Answer: A

Question No : 8

Which statement is true regarding the Aruba Mobile First platform?

- A. It is the only SDN-based platform on the market today.
- B. it is ranked the number one platform for virtual networking.
- C. It is a cloud-based solution for SMBs looking for more agile solutions.
- D. It encompasses both wireless and wired solutions.

Answer: A

Question No : 9

A customer requires a switch that can support 10GbE connections. Which device meets this criteria?

- A. HPE OfficeConnect 1820
- B. HPE OfficeConnect 3810
- C. HPE OfficeConnect 1950
- D. HPE OfficeConnect M330

Answer: B

Question No : 10

A customer needs a reliable, enterprise class server that can support virtualized workloads. The customer is more performance-conscious than budget-conscious. Which server best meets the customer needs?

- A. HPED3000.
- B. HPE ProLiant ML10v2.
- C. HPE ProLiant DL120 Gen9.

D. HPE ProLiant MicroServer.

Answer: B